

# EXHIBIT A



# AI REVENUE MANAGEMENT

6.2021 | THE MEDVE GROUP INC



# Meeting Agenda



PARTNERSHIP AND INTRODUCTIONS



WHAT IS AI REVENUE MANAGEMENT?



FINDING THE RIGHT PRICE



THE WORKFLOW



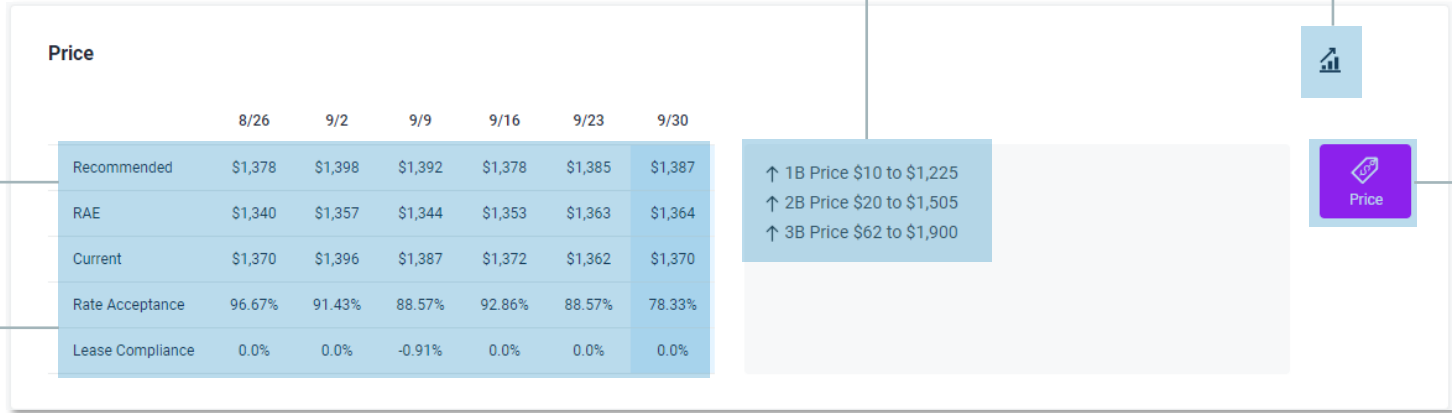
THE LEASING EXPERIENCE

# Recommendation Dashboard

## PRICE

Recommended Rent, Recent Average Effective Rent (RAE), and Current Rent are as of the header date

Rate Acceptance and Lease Compliance average the respective week



# New Lease Workflow

## PROPERTY DETAILS

Four expandable Buttons to view information for each floor plan

Top line of property level information stays open when you expand your view

Quickly see floor plan metrics including last lease achieved, last rent change, recommended rate, yesterday rate, difference between them, recent average effective, leases needed, and current rate with market position for each rate.

Easy to view if the model Auto Accepted rates at time of recommendations

<div> Pending Review <b>1</b> Pending Approval <b>0</b> Approved <b>0</b> </div> <div> Review All <div>No Exclusions</div> </div>									
<div> <div>Conventional I 219</div> <div>Post Date: Apr-08-2020 Horizon End: Jun-30-2020</div> <div> 362 Total Units 24 (6.6%) Leases Needed 0 1-Day Δ </div> </div> <div>Expand All Charts   Collapse All Charts</div>									
<div> 1B1B* Units: <b>144</b> Auto Accepted Last Lease Date: 03/30/20 Last Rent Change: 04/09/20 <div> <div> <div>\$1,445</div> <div>Recommended \$1 Amen Adj</div> <div>0 Shortfall 84%Mkt Pos.</div> </div> <div> <div>\$1,415</div> <div>Yesterday</div> <div>0 Shortfall 73%Mkt Pos.</div> </div> <div> <div>\$30</div> <div>Difference</div> <div>2.1%</div> </div> <div> <div>\$1,379</div> <div>Recent Avg EFF</div> <div>3%28-Day 60%Mkt Pos.</div> </div> <div> <div>8 Actual</div> <div>Leases Needed</div> <div>-1 1 Day Change</div> </div> <div> <div>\$1,445</div> <div>Current</div> <div>0%7-Day 84%Mkt Pos.</div> </div> </div> </div>									
<div> 2B2B* Units: <b>188</b> Auto Accepted Last Lease Date: 03/30/20 Last Rent Change: 04/09/20 <div> <div> <div>\$1,488</div> <div>Recommended \$0 Amen Adj</div> <div>0 Shortfall 72%Mkt Pos.</div> </div> <div> <div>\$1,498</div> <div>Yesterday</div> <div>-1 Shortfall 77%Mkt Pos.</div> </div> <div> <div>\$10</div> <div>Difference</div> <div>-0.7%</div> </div> <div> <div>\$1,428</div> <div>Recent Avg EFF</div> <div>-12%28-Day 45%Mkt Pos.</div> </div> <div> <div>16 Actual</div> <div>Leases Needed</div> <div>1 1 Day Change</div> </div> <div> <div>\$1,488</div> <div>Current</div> <div>-2%7-Day 72%Mkt Pos.</div> </div> </div> </div>									
<div> 3B2B* Units: <b>30</b> Auto Accepted Last Lease Date: 03/16/20 Last Rent Change: 04/09/20 <div> <div> <div>\$1,858</div> <div>Recommended \$17 Amen Adj</div> <div>0 Shortfall 98%Mkt Pos.</div> </div> <div> <div>\$1,841</div> <div>Yesterday</div> <div>0 Shortfall 92%Mkt Pos.</div> </div> <div> <div>\$17</div> <div>Difference</div> <div>0.9%</div> </div> <div> <div>\$1,677</div> <div>Recent Avg EFF</div> <div>0%28-Day 41%Mkt Pos.</div> </div> <div> <div>0 Actual</div> <div>Leases Needed</div> <div>0 1 Day Change</div> </div> <div> <div>\$1,858</div> <div>Current</div> <div>1%7-Day 98%Mkt Pos.</div> </div> </div> </div>									

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